

SCOTT C. LUNDQUIST

Scott C. Lundquist is a Vice President at ETI, where he performs strategic and regulatory analysis, project management, and client support services for ETI's consulting projects in telecommunications regulation and economics. Since joining ETI in 1986, Mr. Lundquist has contributed to a broad range of telecommunications consulting projects, including work in the areas of costing and interconnection, implementation of competition policies, alternative regulation, network modernization and productivity, and rate design. Mr. Lundquist holds a B.A. from Harvard College in Psychology and Social Relations.

Mr. Lundquist has managed or participated in over seventy major projects concerning tariff and/or cost analysis, rate design, and regulatory policy development. His work has included direct consulting support to regulatory commissions in the U.S., Canada, China, and the Philippines, as well as service to telecommunications users groups and competitive suppliers. Mr. Lundquist has testified as an expert witness on telecommunications matters in Alabama, California, Connecticut, Hawaii, Nevada, New Jersey, Ohio, Texas, and Washington state. He has also assisted in the development of expert testimony submitted in over forty contested regulatory proceedings in a dozen states and Canada.

Mr. Lundquist spent nine weeks in Beijing in 1994 working in close association with officials of the China Ministry of Posts and Telecommunications on a technical assistance project sponsored by the Asian Development Bank. Mr. Lundquist developed and conducted several seminars for senior MPT officials on interconnection, tariffing and rate design for non-basic services, and regulatory restructuring issues. Mr. Lundquist was also the Project Manager for ETI's 1993-1994 engagement by the National Telecommunications Commission of the Philippines. In the course of this assignment, Mr. Lundquist spent six months on-site in Manila conducting several institutional strengthening activities, including assistance in implementing new competition and interconnection policies and staff training in regulatory methods.

Mr. Lundquist's recent work has focused on the implementation of local service competition policies and interconnection arrangements between incumbent local exchange carriers (ILECs) and new market entrants. In these assignments, Mr. Lundquist has offered expert testimony on behalf of consumer advocates and new entrants concerning ILEC cost studies for unbundled network elements (UNEs) in California, Hawaii, Ohio, Nevada, and New Jersey (1997-2001); testified on behalf of new entrants in California arbitration proceedings concerning interconnection costs and pricing (1996, 1999); and analyzed ILECs' proposed local number portability (LNP) costs and prices in the FCC's LNP investigation (1999).

Mr. Lundquist has also continued to participate in cases involving other important regulatory issues, including ILEC merger proposals, rate design, alternative regulation plans, and ILEC applications for inter-LATA services authority under Section 271 of the federal Telecommunications Act. Mr. Lundquist directed ETI's research effort to support the American Association for Retired Person (AARP) study of the impacts of the SBC/Pacific Telesis and Bell Atlantic/NYNEX mergers (1999), and also contributed research and writing to ETI testimony and affidavits addressing the proposed Bell Atlantic/GTE merger (1999). In 1998, Mr. Lundquist testified of behalf of the Texas Office of Public Utility Counsel in Southwestern Bell's rate group reclassification case (1998), and co-managed ETI's consulting support to the Colorado Office of Consumer Counsel in US West's alternative regulation case (1998). In 1999, Mr.

Lundquist provided consulting support to the staff of the Washington Utilities and Transportation Commission in a case involving US West's yellow pages operations and assisted the Arizona Residential Utility Consumer Office in their review of US West's application concerning Section 271 authority in Arizona. Most recently, Mr. Lundquist co-authored a comprehensive report on alternative regulation for US West that was sponsored by the Utah Division of Public Utilities, and testified in Alabama concerning BellSouth's proposed rates and costs for Operations Support Systems (OSS) interfaces.

Mr. Lundquist has formerly served as Senior Consultant, Consultant, Senior Analyst, and Analyst at ETI. Prior to joining ETI, Mr. Lundquist performed computational and analytic work for research efforts in both the Division of Applied Science and Psychology Department at Harvard University.

Major reports and papers on telecommunications authored by Mr. Lundquist include:

"Efficient Inter-Carrier Compensation Mechanisms for the Emerging Competitive Environment" (with Lee L. Selwyn), August 2001.

"Price Cap Plan for USWC: Establishing Appropriate Price and Service Quality Incentives in Utah" (with Patricia D. Kravtin and Susan M. Baldwin). Prepared for the Utah Division of Public Utilities, March 2000.

"Bringing Broadband to Rural America: Investment and Innovation in the Wake of the Telecom Act" (with Lee L. Selwyn and Scott A. Coleman). Prepared for AT&T, September 1999.

"Promises and Realities: An Examination of the Post-Merger Performance of the SBC/Pacific Telesis and Bell Atlantic/NYNEX Companies" (with Scott A. Coleman). Prepared for the AARP Public Policy Institute, July 1999.

"Report on the RRD Investigation of Foreign Currency Adjustment Mechanisms". Prepared for the Philippines National Telecommunications Commission, August 1994.

"Manual of Procedures for the Rates Regulation Division" (with Paul S. Keller). Prepared for the Philippines National Telecommunications Commission, August 1994.

"Access Charges Implementation Strategy and Action Plan" (with the NTC Access Charges Research Group). Prepared for the Philippines National Telecommunications Commission, July 1994.

"RRD Operations Review" (with Daniel Espitia G.). Prepared for the Philippines National Telecommunications Commission, July 1994.

"Review of Annual Reporting Requirements for Telecommunications Common Carriers." Prepared for the Philippines National Telecommunications Commission, October 1993.

“The Infrastructure Dilemma: Matching Market Realities and Policy Goals” (with W.P. Montgomery). Prepared for the International Communications Association, January 1993.

“A Roadmap to the Information Age: Defining a Rational Telecommunications Plan for Connecticut” (with Susan M. Baldwin et al). Prepared for the Connecticut Office of Consumer Counsel, October 1992.

“New Connections for the 1990s: Managing the Changing Relationship Between Corporate Telecommunications Needs and the Local Telephone Company” (with W. Page Montgomery). Prepared for the International Communications Association, April 1990.

“Adapting Telecom Regulation to Industry Change” (with Dr. Lee L. Selwyn). Prepared for the International Communications Association and published in *IEEE Communications Magazine*, January 1989.

“A Study of Rate of Return Regulation and Alternatives - An Examination of Applicability to regulation of Telephone Companies by the Canadian Radio-Television and Telecommunications Commission” (with W. Page Montgomery and Lee L. Selwyn). Prepared for the Canadian Radio-Television and Telecommunications Commission, March 1989.

“Telecommunications Competition in Michigan and Regulatory Alternatives: Market Structure and Competition in the Michigan Telecommunications Industry” (with Lee L. Selwyn, David N. Townsend, Patricia D.Kravtin). Prepared for the Michigan Divestiture Research Fund Board, April 1988.